European television systems; indoor and outdoor broadband RF distribution amplifiers; CATV stand-by and non-stand-by power supplies; low-power rebroadcast transmitters; FM-band audio and data modulators, demodulators and processors; and hotel pay-perview systems.

# Trylon Manufacturing Company Limited

P.O. Box 186
21 Howard Avenue
Elmira, ON N3B 2Z6
Telephone: (519) 669-5421
Fax: (519) 669-8912
KEY PERSONNEL:
William Fuller, President
Rod W. Fuller, Vice President
Bert Martin, Sales Manager

Trylon Manufacturing is a manufacturer of all types of communications structures including AM, FM, cablevision, microwave, cellular and turnkey operation for site, civil works foundation/grounding and installation. The company is also the manufacturer of the Trylon ABC self-support tower for ham antenna, 2-way radio, TV rebroadcast lighting, instruments or signs; and the Trylon SAF-T-CABLE and SAF-T-RAIL ladder-climbers safety devices.

#### TSB International Inc.

5399 Eglinton Avenue West Suite 115 Etobicoke, ON M9C 5K6 Telephone: (416) 622-7010 Fax: (416) 622-3540 KEY PERSONNEL: Dave Morris, Vice President, United States Kim Miles, Vice President, International

TSB's PBX network management products and services include data acquisition systems that collect and process the call detail, alarm and traffic information produced by PBXs; processing applications that use the information to produce telecommunications cost allocation and management reports; and a network management

service that produces telecommunications cost allocation and network management reports directly for PBX end-users.

TSB's products are used by major telecommunications companies around the world. Customers include PBX manufacturers such as Northern Telecom and IBM Rolm, North American regional Bell operating companies such as Ameritech and US West, and overseas, telephone companies such as British Telecom, Telecom Australia and Televerket, the Swedish Telecommunications Authority. In Canada, the company's products and services are used by more than 200 of the country's largest corporations.

#### TSI Telecommunication Services International

Suite 1105, 4330 Kingsway
Burnaby, BC V5H 4J6
Telephone: (604) 439-5900
Telex: 04-356681
Fax: (604) 433-8735
KEY PERSONNEL:
S.J. Hatchett, Managing Director
A.J. Graber, Director of Marketing
W.R. Donaldson, Business
Development Manager

TSI Telecommunication Services International is the international marketing arm of the BC Tel Group of Companies. Drawing on the full support of the provincial telecommunications carner, British Columbia Telephone Co. (BC Tel), TSI offers services for the planning, design, procurement, construction, operation and management of public and private networks and fully integrated telecommunications systems. TSI will provide turnkey network design or will supply any service to complement client capabilities.

Since it was established in 1983, TSI has worked successfully in Southeast Asia, Latin America, and the People's Republic of China. TSI is also active in consortium and joint-venture arrangements with Canadian and foreign companies.

## Ubitech Systems Ltd.

300 March Road, Suite 300 Kanata, ON K2K 2E2 Telephone: (613) 591-0500 Telex: 053-3140 Fax: (613) 592-2405 KEY PERSONNEL: Ramesh Misra, President Joe Brulé, Marketing Manager

Ubitech Systems Inc. specializes in the research, development and sales of message switching products.

Ubitech manufactures the UBICOM 16 Telex modem, UBICOM 64+ Telex/data modem, and UBIX.25 packet modem, all of which use a common application package to link a computer system, be that a PC or mainframe, with the telex and telephone networks of the world. The company offers hardware and software for linking its products with popular mini and mainframe computers.

UBIFAX, a fax modem and UBIGatex, a 16-port message switch, are being developed as further enhancements to Ubitech's product range.

All Ubitech modems meet CCITT standards and are certified in the Pacific Rim, South America and Asia. The company has pending certification in several European countries.

### Ultimateast Data Communications Ltd.

57 Old Pennywell Road P.O. Box 5933 St. John's, NF A1C 5X4 Telephone: (709) 576-4747 Fax: (709) 576-2125 KEY PERSONNEL: Derrick Rowe, President Rod White. Vice President

Ultimateast Data Communications Limited is a St. John's-based research and development company established in 1985 to explore technology development opportunities in the communications field, in particular, marine communications.